Benson & Hedges

BILL TO: SOUTHLAND DIST CENTER
P O BOX 384
TYLER TEX 75701

03/18/87

TERRITORY: 522800

ATTN: CIGARETTE BUYER

SHIP TO: SOUTHLAND DIST CENTER
NORTH HIGHWAY 271
TYLER TX 75701

CUSTOMER: 4275001

One account
NOT all branches of Southland

QTY (IN CASES) TO BUY-03/23-27

BRAND CODE	BRAND DESCRIPTION	1 WK AVG ADJUSTED PURCHASES IN CIGTS	1.00 WK AVG PURCHASES	.50 WK AVG PURCHASES	QTY TO BUY FOR MAX ADVANTAGE	
0012	MARL FT BOX	3,855,000	322	161	483	12M
0040	PARL LIGHTS SP KINGS	38,000	4	2	6	12M
0080	SARATOGA 120S	253,000	22	11	33	12M
0136	SARATOGA 120S MENTHOL	8,000	2	1	3	6M
0180	MARL LIGHTS 100S	3,133,000	262	131	393	12M
0190	MARL LIGHTS 100S BOX	1,239,000	104	52	156	12M
0216	MARL KS MENTHOL	377,000	63	32	95	6M
0290	MARL SP KINGS	7,522,000	627	314	941	12M
0376	CAMBRIDGE 100S UL TAR	54,000	9	5	14	6M
0400	B & H 100S	777,000	65	33	98	12M
0431	B&H 100 MENTHOL	1,228,000	103	52	155	12M
0480	MARL SOFT 100S	3,365,000	281	141	422	12M
0500	PARL LIGHTS 100S	239,000	20	10	30	12M
0510	B & H 100 LIGHTS	960,000	80	40	120	12M
0520	B & H MENT 100 LIGHTS	937,000	79	40	119	12M
0530	MARL BOX 100S	1,616,000	135	68	203	12M
0601	VA SLIMS FILTER	600,000	50	25	75	12M
0631	VA SLIMS MENTH	455,000	38	19	57	12M
0640	VA SLIMS LIGHTS BOX	848,000	71	36	107	12M
0650	VA SLIMS LIGHTS MEN BX	896,000	75	38	113	12M
0660	MARL LIGHTS	4,639,000	387	194	581	12M
0690	MARL LIGHTS KS BOX	2,027,000	169	85	254	12M
0710	MERIT	956,000	80	40	120	12M
0720	MERIT MENTHOL	187,000	16	8	24	12M
0760	MERIT 100S	994,000	83	42	125	12M
0770	MERIT 100S MENTHOL	197,000	17	9	26	12M
1010	MERIT ULTRA LIGHTS	651,000	55	28	83	12M
1026	MERIT ULTRA LIGHTS MEN	6,000	1	1	2	6M
1030	MERIT ULTRA LGTS 100S	684,000	57	29	86	12M
1040	MERIT ULTRA LT 100S MN	68,000	6	3	9	12M
1100	B&H 100S DELUXE ULT	1,107,000	93	47	140	12M
1110	B&H 100S DELUXE ULT MN	869,000	73	37	110	12M
1160	PLAYERS LOW TAR FL KS	34,000	3	2	5	12M
1170	PLAYERS LOW TAR FL 100	10,000	1	1	2	12M
1180	PLAYERS LOW TAR MEN	8,000	1	1	2	12M
1199	PLAYERS LOW TAR MN 100	9,000	1	1	2	12M

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Source: https://www.industrydocuments.ucsf.edu/docs/yhwj0004